

**FACTORS THAT INFLUENCE CORPORATE TURNAROUND  
COMPANIES THAT HAVE FINANCIAL DISTRESS WITH  
OPERATIONAL INCOME AS A MODERATING  
VARIABLE (EMPIRICAL STUDY IN  
MANUFACTURING COMPANIES  
LISTED ON BEI IN PERIOD OF  
2008-2017)**

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**Abstract:** This study aims to examine factors that can affect the ability of companies that are experiencing financial distress to be able to do corporate turnaround so that companies can return to financial health. The factors tested in this study were Severity, Firm Size, Free Assets, Asset Retrenchment, Expense Retrenchment, and CEO Substitution. The population in this study were 61 manufacturing companies listed on the Indonesia Stock Exchange for 10 years, starting from 2008 to 2017 and based on the criteria of all companies selected through purposive sampling method as a sample in this study. Based on the results of testing the statistical value shows that the data used in this study matches the model and the results of the suitability test of the statistical value model show the model used in this study is able to analyse the problem in the study. Partially, the results of statistical tests show that Free Assets and Expense Retrenchment affect the ability of companies in financial distress when conducting corporate turnaround. Whereas Severity, Company Size, Retrenchment Asset and CEO Turnover cannot affect the ability of companies in financial distress when conducting corporate turnaround and Operational Income cannot moderate the effect of Severity, Company Size, Free Asset, Asset Retrenchment, Expense Retrenchment and CEO Turnover on Corporate Turnaround. Simultaneously based on the F (F-statistical) test, all variables namely Severity, Firm Size, Free Assets, Asset Retrenchment, Expense Retrenchment and CEO Turnover can affect the ability of companies to conduct corporate turnaround.

**Keywords:** Financial Distress, Corporate Turnaround, Severity, Company Size, Free Assets, Asset Retrenchment, Expense Retrenchment, CEO Turnover, Operating Income and Statistical Values.

## **1. INTRODUCTION**

Platt and Platt (2006) state financial distress is the stage of the decline in financial conditions experienced by companies before the occurrence of bankruptcy or liquidity. This condition, in general is marked by a delay in repayment of debts to creditors or banks, delays in shipping goods, declining product quality, and delays in paying bank bills (Juwita, 2009). Companies that experience this condition make investors and creditors concern if the company experiences financial distress and goes bankrupt.

The ability of companies to be able to go back and out of financial distress conditions will then often be referred to as corporate turnaround. According to Marbun (2012) corporate turnaround is a condition where a company that is experiencing financial distress is able to go outside and return to being a company that experiences normal financial conditions.

Research on company turnover from companies experiencing financial difficulties has been carried out by Smith and Graves (2005), Francis and Desai (2005), and in Indonesia it has been translated by Marbun and Situmeang (2014). In the study of Smith and Graves (2005) made several patterns of the company's turnaround process and then some of the components in the pattern were needed as variables that enhance the company's ability to carry out company turnarounds after increasing financial difficulties. Research by Smith and Graves (2005) was carried out on companies listed on the London Stock Exchange for the observation year 1980-1990. Whereas, the research of Francis and Desai (2005) uses situational and organizational variables of the company as determinants of the ability of company turnaround. This study uses a company turnover selection method that is different from Smith and Graves (2005). Francis and Desai (2005) use a timeline that forms with a boundary line that produces freedom. The research was conducted by diverting companies registered in the Standard Industry Classification (SIC) in America.

Chandrawati's (2008) research is a full replication research from Smith and Graves (2005). This study wants to study the understanding that exists in the research of Smith and Graves (2005) and Francis and Desai (2005). The research of Marbun and Situmeang (2014) is carried out by considering the factors that can affect the company's turnover in companies that increase finance in the Indonesian capital market.

## **2. LITERATURE REVIEW**

### **2.1. Financial Distress Theory**

According to Platt and Platt (2002) the usefulness of information if a company experiences financial distress is to accelerate management actions to prevent problems before bankruptcy and management can take mergers or takeovers so that the company is better able to pay off debt and manage the company better.

According to Pant (1991), smaller companies will more easily adapt to changes in the business environment, making it easier to undergo a turnaround process. This is in contrast to White (1989) who argues that larger companies are more supportive of corporate turnaround because it will be easier to gain trust when looking for additional funding from outside.

### **2.2. Corporate Turnaround Theory**

Corporate turnaround is the ability of companies that are facing a financial crisis to be able to change the situation for the better. While according to Bibeault (1982) states that Corporate Turnaround is a condition of positive changes that are fundamental and sustainable company performance. Barker and Mone (1994) in Candrawari (2008), found 4 stages of conditions during the decline in the company's financial performance and turnaround cycles, namely: The first stage,

the company was in the peak of financial performance from the previous 2 years. The second stage, the company's financial performance is at its lowest point after experiencing a decline in performance and is in financial distress. In the third stage, the company is in the stage of resource efficiency after experiencing retrenchment. The fourth stage, the company is in a state of success in turnaround (recovery) or even fails (non recovery).

### **2.3. Severity in the Process of Corporate Turnaround**

The tendency of the company's health level / company performance severity is an element of the company's level of resistance to distress and is one of the factors that affect the success of turnaround. The decline in performance warns managers of strategies and ineffective use of company resources. According to Kiesler and Sproull (1982), (in Francis and Desai, 2005), companies that experience a decline in performance in severe conditions will be quicker to take the actions needed to achieve performance improvements than companies that are not too severe in decreasing performance.

### **2.4. Firm Size in the Process of Corporate Turnaround**

According to Francis and Desai (2005), firm size is an illustration of the size of a company that can be seen from the total assets, sales turnover or the number of employees of a company. Firm size describes the size of a company as indicated by total assets, number of sales, average sales, average total assets. Thus, firm size is the size of assets owned by the company.

### **2.5. Free Assets in the Process of Corporate Turnaround**

According to Singh (1986) in Francis and Desai (2005) free assets are liquid assets of companies that are not guaranteed. The existence of cash, inventory, or credit can equip the company in implementing recovery strategies. Free enterprise resources will help companies reduce the effect of reducing financial performance and provide resources to take effective action, so that companies with more free resources have a better chance of surviving during the decline (Barker and Mone, 1998 in Francis and Desai, 2005).

### **2.6. Asset Retrenchment in the Process of Corporate Turnaround**

Robbin and Pierce (1992) argue that implementing retrenchment steps is the first step to achieving turnaround success. Robbin and Pearce (1992) who study retrenchment as part of the turnaround process found that companies that retrenchment obtain better performance improvements. Assets retrenchment can be interpreted as being operationalized as a net reduction in long-term assets and short-term assets (cash and cash equivalents, trade accounts receivable, inventories, fixed assets) that are considered less productive in the timeline for determining the success of the company's turnaround.

### **2.7. Expense Retrenchment in the Process of Corporate Turnaround**

Operated as a net reduction in costs including cost of goods sold, sales costs and general and administrative costs (Francis and Desai, 2005) in the timeline for determining the success of company turnarounds. The reduction is not just to reduce investment in the functional part of the company such as marketing, research and development, and production costs. But it is also a strategy by reducing investment and liquidating company projects that do not provide benefits. Therefore, the better the efficiency strategy that is carried out by the company in terms of cost savings,

will have an impact on the increasing ability of companies to do turnaround (Lohrke and Bedeian, 1998).

## **2.8. CEO turnover in the Process of Corporate Turnaround**

Corporate performance is inseparable from the role of CEO (Chief Executive Officer). The Chief Executive Officer (CEO) is the leader of executive officers, namely the supervisor of the directors of various fields of operations within the company. The CEO is tasked with achieving organizational goals, overall strategies, and operational policies. The CEO also has the responsibility to make decisions about various activities such as the acquisition of other companies, investing in research and development, entering or ignoring various market conditions, and building new factory and office facilities (Griffin, 2004).

## **2.9. Operational Income As Moderation**

Operating income is income arising from debtor interest income, commission income and provision, income from foreign exchange transactions, dividend income, securities sales revenue and so on. This income is normal in accordance with the objectives and business of the company and occurs repeatedly as long as the company conducts its activities. Operating income for each company varies according to the type of business managed by the company. Commission income is the bank's income that is being activated later. This commission is a calculated burden to bank customers who use bank services. The commission is also usually recorded directly as income when the bank sells services to its customers. Credit provision is a source of bank income that will be received and recognized as income when the credit is approved by the bank. Usually the credit provision is directly paid by the customer concerned. Commissions and provisions that are not directly related to credit activities but are related to the period of time required as deferred income or expense and amortized systematically over a period of time. The commission and provision fees or expenses are presented as part of other income and operating expenses in the body of the income statement.

## **2.10. Hypothesis**

- H1: Severity has a negative effect on corporate turnaround
- H2: Firm size has a positive effect on corporate turnaround
- H3: Free assets have a positive effect on corporate turnaround
- H4: Assets retrenchment has a positive effect on corporate turnaround
- H5: Expense retrenchment has a positive effect on corporate turnaround
- H6: CEO turnover has a positive effect on corporate turnaround
- H7: Severity, firm size, free assets, asset retrenchment, expense retrenchment  
CEO turnover have a positive effect on corporate turnaround
- H8: Operating income is able to moderate the severity of corporate turnaround
- H9: Operating income is able to moderate the size of the company against  
corporate turnaround
- H10: Operating income is able to moderate free assets against corporate  
turnaround
- H11: Operating income is able to moderate assets retrenchment against  
corporate turnaround

H12: Operating income is able to moderate expenses retrenchment against corporate turnaround

H13: Operating income is able to moderate CEO turnover towards corporate turnaround

### **3. METHOD**

This research is causal, namely identifying causal relationships between various variables (Erlina, 2008). This study will examine the factors that will influence the occurrence of turnaround processes in companies that are experiencing financial distress. This study looked at severity, firm size, free assets, asset retrenchment, expense retrenchment and CEO turnover towards the dependent variable, which was the success of turnaround.

The research location is a company incorporated in the manufacturing sector on the IDX that has been published and that meets the variable research criteria. This study uses financial statements for the period 2008-2017. The population in this study is a company incorporated in the manufacturing sector listed on the Stock Exchange in 2008-2017. The companies observed were companies that were experiencing financial distress and those with corporate turnaround capabilities by considering the use of variable formulas and measurements.

The companies observed were all manufacturing companies listed on the Stock Exchange during the period 2008-2017. To measure the financial condition of the company, the calculation of Ratio on Assets (ROA) is used where the comparison ratio is done by comparing the total assets with net income. Determination of the sample will be carried out using the purposive sampling method. Purposive sampling is a method of determining a sample by determining several criteria relating to the use of research. The several criteria used in selecting samples are as follows:

- a. All manufacturing companies listed on the IDX and their financial statements have been published on the IDX during 2008-2017.
- b. Companies that in 2008-2017 experienced financial distress for at least 2 consecutive years and at least 6 years were able to raise financial conditions in the following year.

Based on the above criteria, it was obtained 61 sample companies for the period 2008-2017 with the number of observations as many as 610 units of analysis (61 sample companies x 10 years of research).

There are two types of variables used in analyzing problems in this study, namely:

#### **3.1. Variable Dependent**

This variable will be measured by calculating using ROA with a benchmark where ROA has decreased from year to year experiencing minus or ROA below 2.0 for 3 years and experiencing recovery in the following year, the following categories can be determined:

- a. Companies that obtain ROA value for financial distress for 6 years in a row or fluctuatively are determined as companies that fail in turnaround are category 0 companies.
- b. Companies that succeed in turnaround are companies that experience ROA in the category of financial distress with a minimum of 2 consecutive years and followed by ROA in the category of non financial distress for at least 6 consecutive years as a category 1 company.

### 3.2. Independent Variables

Independent variable is a variable that becomes a cause or variable that explains or influences other variables. The independent variables used in this study are:

1. Severity (X1): This variable is measured using the Altman discriminant value. Severity will be measured by determining the value of Altman Z-score at position t-2.
2. Firm Size (X2): The position of the company's establishment is measured by the amount of assets and the company's ability to make sales. The sum of the two items is then computed with natural logarithmic instruments.
3. Free Assets (X3): Free Assets will be determined by calculating the value of one deducted by the ratio of Total Debt to Total Assets.
4. Asset Retrenchment (X4): Retrenchment Asset Value will be measured by distributing asset values at time-3 with asset values then reduced by 1.
5. Expense Retrenchment (X5): Expenses Retrenchment is measured by subtracting the amount of the company's expense at the time line t divided by the load on time line -1 in the timeline for determining the success of the company's turnaround, then deducting one.
6. CEO turnover (X6): This variable is a categorical variable (dummy). If there is a CEO turnover, then this variable will be given a value of 1 and if no change occurs there will be a value of 0.

### 3.3. Moderating variable (Z)

Operating income is the sum of total interest income and other operating income. Data is processed using e-views program, while for data analysis methods, research uses 2 methods of data analysis to test hypotheses, including multiple regression in model I and ui moderating in model II the following equation is obtained:

#### Multiple Regression - Model I

$$Y = \alpha + \beta_1.X_1 + \beta_2.X_2 + \beta_3.X_3 + \beta_4.X_4 + \beta_5.X_5 + \beta_6.X_6 + e_1 \quad (1)$$

#### Residual Test - Model II

- 2.1. :  $Z = \alpha + \beta_1.X_1 + \beta_2.Z + \beta_3.X_1.Z + e_2$
- 2.2. :  $Z = \alpha + \beta_4.X_2 + \beta_5.Z + \beta_6.X_2.Z + e_3$
- 2.3. :  $Z = \alpha + \beta_7.X_3 + \beta_8.Z + \beta_9.X_3.Z + e_4$
- 2.4. :  $Z = \alpha + \beta_{10}.X_4 + \beta_{11}.Z + \beta_{12}.X_4.Z + e_5$
- 2.5. :  $Z = \alpha + \beta_{13}.X_5 + \beta_{14}.Z + \beta_{15}.X_5.Z + e_6$
- 2.6. :  $Z = \alpha + \beta_{16}.X_6 + \beta_{17}.Z + \beta_{18}.X_6.Z + e_7$

Information:

Y = Corporate Turnaround  
 $\alpha$  = Constant  
 $\beta_1$ - $\beta_6$  = Independent Variable Coefficients  
 $X_1$  = Severity  
 $X_2$  = Firm Size  
 $X_3$  = Free Assets  
 $X_4$  = Assets Retrenchment  
 $X_5$  = Expenses Retrenchment  
 $X_6$  = CEO Turnover  
 $Z$  = Operational Income  
 $e_1$ - $e_7$  = error

#### 4. Result and Discussion

##### 4.1. Result

##### Coefficient Determination Test

Table 1 Coefficient Determination Test Result

Variable	Coefficient	Std. Error	t-Statistic	Prob.
X1?	0.009746	0.028947	0.336690	0.7365
X2?	-0.008703	0.052981	-0.164264	0.8696
X3?	0.212929	0.050323	4.231243	0.0000
X4?	0.078741	0.053638	1.468015	0.1426
X5?	0.097013	0.038155	2.542629	0.0113
X6?	-0.198859	0.133221	-1.492706	0.1360
C	-0.092242	0.346511	-0.266203	0.7902
R-squared	0.092776	Mean dependent var		0.005936
<b>Adjusted R-squared</b>	<b>0.083749</b>	S.D. dependent var		0.992749
S.E. of regression	0.950270	Akaike info criterion		2.747267
Sum squared resid	544.5164	Schwarz criterion		2.797913
Log likelihood	-830.9164	Hannan-Quinn criter.		2.766968
F-statistic	10.27752	Durbin-Watson stat		1.908410
<b>Prob(F-statistic)</b>	<b>0.000000</b>			

The coefficient of determination (Adjusted R-squared) is equal to  $R^2 = 0.0837$ . This value can be interpreted as severity, firm size, free assets, asset retrenchment, expense retrenchment, simultaneous CEO turnover or jointly affecting corporate turnaround of 8.37%, the remaining 91.63% is affected by other factors.

##### F Test

Value of Prob. (F-statistics) is 0.00000 < 0.05, it can be concluded that all independent variables, namely severity, company size, free assets, asset retrenchment, expense retrenchment, CEO turnover simultaneously, have a significant effect on corporate turnaround variables.

##### t Test

Obtained multiple linear regression equation as follows.

$$Y = 0,009X_1 - 0,008X_2 + 0,212X_3 + 0,078X_4 + 0,097X_5 - 0,198X_6 + e$$

## Second Hypothesis Testing Result

Variable	Coefficient	Std. Error	t-Statistic	Prob.
Y	-5111.356	132143.1	-0.038680	0.9692
C	1470191.	131079.8	11.21600	0.0000
$ e  = 1470191 - 5111,356Y + e$				
Variable	Coefficient	Std. Error	t-Statistic	Prob.
Y	-37636.99	134139.9	-0.280580	0.7791
C	1336958.	133060.5	10.04775	0.0000
$ e  = 1336958 - 37636,99Y + e$				
Variable	Coefficient	Std. Error	t-Statistic	Prob.
Y	-73604.55	132358.5	-0.556100	0.5783
C	1554802.	131293.4	11.84219	0.0000
$ e  = 1554802 - 73604,55Y + e$				
Variable	Coefficient	Std. Error	t-Statistic	Prob.
Y	-74627.30	133039.9	-0.560939	0.5750
C	1549161.	131969.4	11.73879	0.0000
$ e  = 1549161 - 74627,30Y + e$				
Variable	Coefficient	Std. Error	t-Statistic	Prob.
Y	-64219.54	133067.5	-0.482609	0.6295
C	1547684.	131996.7	11.72517	0.0000
$ e  = 1547684 - 64219,54Y + e$				
Variable	Coefficient	Std. Error	t-Statistic	Prob.
Y	-70798.77	133062.9	-0.532070	0.5949
C	1547816.	131992.2	11.72657	0.0000
$ e  = 1547816 - 70798,77Y + e$				

## 4.2. Discussion

### The Effect of Severity on Corporate Turnaround

It is known that the regression coefficient of the variable severity is 0.009, which is positive. This means that severity has a positive effect on corporate turnaround. It is known that the Prob value is 0.7365, which is > the 0.05 significance level, then severity does not significantly influence corporate turnaround.

### The Effect of Firm Size on Corporate Turnaround

It is known that the regression coefficient of firm size variable is -0.008, which is negative. This means that firm size has a negative effect on corporate turnaround. It is known that the Prob value is 0.8693, which is > the 0.05 significance level, then the firm size does not have a significant effect on corporate turnaround.

### The Effect of Free Assets on Corporate Turnaround



It is known that the regression coefficient of the free asset variable is 0.212, which is positive. This means that free assets have a positive effect on corporate turnaround. It is known that the Prob value is 0.0000, which is  $<0.05$  significance level, so free assets have a significant effect on corporate turnaround.

#### **The Effect of Retrenchment Asset Against Corporate Turnaround**

It is known that the regression coefficient of the asset retrenchment variable is 0.078, which is positive. This means that asset retrenchment has a positive effect on corporate turnaround. It is known that the Prob value is 0.1462, which is  $>0.05$  significance level, then asset retrenchment does not have a significant effect on corporate turnaround.

#### **The Effect of Expense Retrenchment on Corporate Turnaround**

It is known that the regression coefficient of the expense retrenchment variable is 0.097, which is positive. This means that expense retrenchment has a positive effect on corporate turnaround. It is known that the Prob value is 0.0113, which is  $<0.05$  significance level, then expense retrenchment has a significant effect on corporate turnaround.

#### **The Effect of CEO Turnover on Corporate Turnaround**

It is known that the regression coefficient of the CEO turnover variable is -0.198, which is negative. This means that CEO turnover has a negative effect on corporate turnaround. It is known that the Prob value is 0.1360, which is  $>0.05$  significance level, thus CEO turnover does not have a significant effect on corporate turnaround.

#### **Operating Income as Moderating Variables**

Based on the regression test results the model II operating income is not able to moderate the influence of corporate turnaround severity, firm size on corporate turnaround, free assets on corporate turnaround, asset retrenchment on corporate turnaround, expense retrenchment on corporate turnaround and CEO turnover towards corporate turnaround.

## **5. Conclusion and Suggestion**

### **5.1. Conclusion**

Based on the results and discussion of this study, it can be stated some conclusions from this study, namely:

1. Severity has a positive but not significant effect. Firm size has a negative but not significant effect, Asset retrenchment has a positive but not significant effect, CEO turnover has a negative effect but is not partially significant on the ability of companies that experience financial distress in conducting corporate turnaround.
2. Free assets have a positive and significant effect on corporate turnaround partially on the ability of companies that experience financial distress in conducting corporate turnaround. Retrenchment costs have a positive and significant effect on corporate turnaround partially on the ability of companies experiencing financial distress in conducting corporate turnaround.
3. Severity, firm size, free assets, assets retrenchment, expenses retrenchment, and CEO turnover jointly influence the ability of companies that experience financial distress in conducting corporate turnaround.

4. Operating income in this study as a moderating variable. Based on the residual test results that the regression coefficient of corporate turnaround is negative but not significant. This means that operating income is not able to moderate the effect of severity on corporate turnaround, firm size on corporate turnaround, free assets on corporate turnaround, asset retrenchment on corporate turnaround, expense retrenchment on corporate turnaround and CEO turnover for corporate turnaround.

## 5.2. Suggestion

1. Future studies can use discriminant testing by avoiding the possibility of normality of data that is not met.
2. Future research can further add other variables that are closer to the organizational context of the company. Not only company fundamentals, such as Good Corporate Governance (GCG), Size of Company Employees, and Measures of Company Capital Productivity. And or adding Leadership Skill as a moderating variable or variable intervening in future research.

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